

Claims

What is claimed is:

1. A method of motivating submission of a real estate referral, comprising the steps of:
  - obtaining a real estate broker's license for a real estate referral management system in at least one state;
  - referring a real estate customer to another licensed real estate broker; and
  - paying at least a twenty percent portion of a broker referral fee received by the real estate referral management system to a charity chosen by the real estate customer.
2. The method of claim 1 including a step of entering the real estate customer and the real estate referral management system into a written agreement regarding payment of a portion of a broker referral fee to a charity.
3. The method of claim 2 wherein said entering step is performed before said referring step.
4. The method of claim 3 including a step of refraining the real estate referral management system from direct representation of real seat customers in a real estate transaction.
5. The method of claim 4 including a step of offering real estate referral services from the real estate referral management system as an employee benefit to employees of a third party employer.

6. The method of claim 5 including a step of providing the real estate customer with income tax deduction information regarding a portion of a broker referral fee paid to charity.

7. The method of claim 5 including a step of associating the real estate referral management system with at least one third party that does not have a real estate broker's license.

8. The method of claim 7 wherein said at least one third party includes a charitable organization.

9. The method of claim 1 including the steps of:  
obtaining membership in the National Association of Realtors for the real estate referral management system; and  
ensuring that said another real estate broker is a member of the National Association of Realtors.

10. A method of diverting real estate commission money to a charity, comprising the steps of:  
obtaining a real estate broker's license in at least one state for a real estate referral management system that refrains from direct representation of real estate customers in real estate transactions;  
entering into an agreement with a real estate customer regarding payment of a portion of a broker referral fee to a charity;  
referring the real estate customer to another real estate broker after said entering step; and  
paying at least a twenty percent portion of a broker referral fee generated by the real estate customer to a charity chosen by the real estate customer.

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11. The method of claim 10 including a step of providing tax deduction information to the real estate customer regarding money paid to a charity from a portion of a broker referral fee.

12. The method of claim 10 including a step of associating the real estate referral management system with at least one third party that does not have a real estate broker's license.

13. The method of claim 12 including a step of offering real estate referral services from the real estate referral management system as an employee benefit to employees of the third party.

14. The method of claim 12 wherein said third party is a charitable organization.

15. The method of claim 10 including the steps of:  
obtaining membership in the National Association of Realtors for the real estate referral management system; and  
ensuring that said another real estate broker is a member of the National Association of Realtors.

16. A real estate referral management system comprising:  
a legal entity having a real estate broker's license;  
means for avoiding direct representation of buyers and sellers in real estate transactions;  
means for identifying other real estate brokers that do directly represent at least one of buyers and sellers in real estate transactions;

means for referring a real estate customer to one of said other real estate brokers; and

means for legally transferring at least a portion of a broker referral fee to a charity chosen by said real estate customer.

17. The system of claim 16 wherein said legal entity and said one of said other real estate brokers are members of a National Association of Realtors.

18. The system of claim 17 wherein said means for legally transferring includes a written real estate referral fee agreement between said legal entity and said real estate customer.

19. The system of claim 18 wherein said portion of a broker referral fee is at least a twenty percent portion.

20. The system of claim 19 including means for ensuring that said written real estate referral agreement is executed before said real estate customer is referred to said one of said other real estate brokers.